

Acquisition Reform Success Story



Joint Direct Attack Munition (JDAM)

Program Manager (PM): Mr. Oscar Soler
Program Executive Officer: Mr. Harry Schulte
Contractor: McDonnell Douglas
Contractor PM: Mr. Charles Dillow

Program Description

A joint Air Force/Navy program to provide current fighter and bomber aircraft the capability to accurately and precisely attack fixed, or relocatable, land and maritime targets under adverse weather conditions from medium and high altitudes.

How Streamlining Made a Difference

A comparison of the JDAM Program at Request For Proposal release in Aug 93 and the current program is an amazing example of a program office team that not only applied the letter of acquisition reform but embraced the intent of acquisition reform. This program forged a government-contractor team that produced the following results:

Measure	Aug 93	Mar 96
Military Standards and Specifications Used	87	0
Statement of Work Pages	137	2
Contract Data Requirements (CDRLs)	243	24
Warranty	5 Yrs	20 Yrs
Average Unit Price (40,000 units)	\$42.2K (BY93)	<\$20K (BY93)
Program Office Manning	80	60 --> 40 (96/4)
Development Time	64 Mos	48 Mos
Development Cost	\$549.7M	\$382.0M
Production Time	15 Yrs	10 Yrs
Production Savings	0	\$2.7B

Bottom Line: JDAM increased the warranty from 5 yrs to 20 yrs (doing it **better**), decreased production delivery time by 60 months (doing it **faster**), and saved \$3.0B in program cost (doing it **cheaper**).